

Summary of Technical Evaluation Decision

TEAM Evaluation Summary

Vendor Name:

Evaluator Names:

OVERALL TEAM SUMMARY TECHNICAL EVALUATION

Explain and Justify the Strengths that make the Selected Firm Technically Superior.

EXCELCORP clearly understands our objectives, the bigger picture, the necessary linkages and the agency. EXCELCORP not only has the skills, abilities, education & experience to put it all together but their stated organizational philosophy makes it an ideal match for this project. EXCELCORP approaches are defined in a way that shows how they plan to meet our objectives through the tasks using an organizational development approach to stakeholder involvement and customer satisfaction.

EXCELCORP brings all of the qualities we are looking for in a contractor for developing strategies for IT enterprise-wide systems support:

First, their credentials: The educational credentials of each EXCELCORP key staff brings credibility that we need on this project. Their backgrounds are well-rounded and balanced and will bring a perspective we in the agency will benefit from.

Second: Their approach - demonstrates an understanding of the desired relationship between the contractor and the agency CIO. It's the collaborative approach we seek.

Third: Their strategies: The Planning Team and the Advisory Panel are just 2 examples of how they have incorporated an approach to the entire process as well as the design and development of a flexible systems support methodology that can be tailored to individual applications.

Fourth: Their current/past performance: Their current/past projects are more closely aligned and similar to that which we are looking for. Again, they are working with organizations to help them improve and implement their IT support at the enterprise level.

EXCELCORP has no weaknesses or deficiencies.

By comparison – the other two proposals have major weakness and, in the case of POORCORP, deficiencies.

POORCORP: They do not have expressed strategies for dealing with complex, large-scale IT projects. They also did not provide the specific tasks for addressing the stated objectives of the SOW. They do not have a stated organizational development approach. They also appear to not understand the tasks or the scope of the work – they included in their proposals tasks that do not match this SOW. Their proposal seemed to provide a boilerplate approach to our more complex needs. And finally, the past/current performance of POORCORP – although they are good at what they do – did not provide examples or references that showed they had the capability to provide us with the entire range of services we are looking for under this SOW.

AVERAGECORP: Although AVERAGECORP seemed to understand the objectives and tasks of our SOW – their experience in doing large scale IT projects was limited. They were more targeted to customized design and development of specialized or individual IT systems rather than at an enterprise level. Although related, not as similar as EXCELCORP's experience. Although the management approach they outlined says the

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right things, their experience, education and past projects seem to suggest a different perspective and approach to their work assignments and solutions.

Also – AVERAGECORP’s educational credentials aren’t as clearly aligned with our project as the other offerors’ are. This is an issue from the perspective of credibility of our efforts within the agency. The agency, being a scientific organization, places a great deal of emphasis on educational credibility. The degrees of the key staff are: Business Management & Mechanical Engineering. Although they both probably have related and overlapping skills, they did not clarify how their educational backgrounds relate to the scope of this project.

Conclusion: EXCELCORP provides the very best technical proposal – meeting all the needs of the SOW.

Technical Team Chairman Name and Signature:

Date: